## **Claims**

- 1. A method for obtaining a natural product from plant material, the method comprising:
  - (a) contacting plant material with a solvent to provide a first mixture;
- (b) separating the plant material from the solvent to provide a first extract;

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- (c) contacting the first extract with an aqueous base to provide a second mixture;
- (d) heating the second mixture in a solvent that: (i) is water-immiscible,
   (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C; effective to distill off water present in the second mixture, thereby providing a third mixture;
  - (e) separating solids from the third mixture to provide a fourth mixture;
  - (f) contacting the fourth mixture with a binder, thereby providing a fifth mixture;
  - (g) concentrating the fifth mixture, or precipitating solids from the fifth mixture, to provide a natural product.
- 20 2. The method of claim 1 wherein more than one natural product is obtained.
  - 3. The method of claim 1 wherein at least one of betulin, betulinic acid, and lupeol are obtained.
  - 4. The method of claim 1 wherein the natural product obtained is betulin, in a purity of at least about 95 wt.%.
- 5. The method of claim 1 wherein the natural product obtained is betulin, and wherein the betulin includes betulinic acid in a weight ratio of at least about 5,000:1, of betulin to betulinic acid.

6. The method of claim 1 wherein the natural product obtained is betulin, and wherein the betulin includes betulinic acid in a weight ratio of at least about 10,000:1, of betulin to betulinic acid.

- 5 7. The method of claim 1 wherein the natural product obtained is betulin, and wherein the betulin includes betulinic acid in an amount of up to about 0.02 mol. %.
- 8. The method of claim 1 wherein the precipitating of the solids from the fourth mixture provides the natural product and a mother liquor.
  - 9. The method of claim 1 wherein the precipitating of the solids from the fourth mixture provides betulin, and a mother liquor that comprises lupeol.
- 15 10. The method of claim 1 wherein, in step (e), the solids separated from the third mixture comprise betulinic acid.
  - 11. The method of claim 1 wherein the plant material employed comprises birch bark.
  - 12. The method of claim 1 wherein the plant material employed comprises inner birch bark.
- 13. The method of claim 1 wherein the plant material employed comprises outer birch bark.

- 14. The method of claim 1 wherein the plant material employed comprises birch bark pellets.
- 30 15. The method of claim 1 wherein the plant material employed comprises at least about 150 kg of birch bark.

16. The method of claim 1 wherein the plant material employed comprises at least about 2,000 kg of birch bark.

- 17. The method of claim 1 wherein the plant material employed comprises
   5 Betula papyrifera, Betula pendula, or a combination thereof.
  - 18. The method of claim 1 wherein the plant material employed comprises Tanzanian Tree Uapaca nitida Mull-Arg (Euphorbiacea), leaves and/or bark of Bacopa monniera (West Bengal), Dilleniacea (Acrotrema arnothianum Wight),
- Dillenia andamanica Parkinson, D. aurea Smith, D. bracteata Wight, D. indica Linn, D. pentagina Roxb, D. retusa Thunb, D. scabtalla (D. Don) Roxb, exWall, Tetracera (Houtt. exChrism.& Panz., Merr.), Tetracera akara (Burm.f.) Merr., T. indica (Houtt. exChrism.& Panz., Merr.), T. sarmentosa (L.) Vahl. Subsp. Andamanica (Hoogl.) Hoogl., T. scandens (L.) Merr, or any combination

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thereof.

- 19. The method of claim 1 wherein the solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C, in step (d) comprises an optionally substituted aromatic hydrocarbon.
- 20. The method of claim 1 wherein the solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C, in step (d) comprises at least one of xylene, toluene, and benzene.
- 21. The method of claim 1 wherein the contacting in step (a) is further accompanied by heating the first mixture.
- The method of claim 1 wherein the contacting in step (a) is further accompanied by heating the first mixture above about 90°C.

23. The method of claim 1 wherein the contacting in step (a) is further accompanied by heating the first mixture to reflux.

- 24. The method of claim 1 wherein the contacting in step (a) is further accompanied by heating the first mixture for more than about 30 minutes.
  - 25. The method of claim 1 wherein the separating in step (b) includes filtering the first mixture, decanting the first mixture, or a combination thereof.
- 10 26. The method of claim 1 wherein the separating in step (b) comprises filtering the first mixture, decanting the first mixture, or a combination thereof; wherein the temperature of the first mixture is above about 70°C.
- 27. The method of claim 1 wherein the separating in step (b) comprises

  filtering the first mixture, decanting the first mixture, or a combination thereof;
  and washing any solids obtained with a water-immiscible solvent.
- 28. The method of claim 1 wherein the separating in step (b) comprises filtering the first mixture, decanting the first mixture, or a combination thereof;
  20 and washing any solids obtained with a water-immiscible solvent having a temperature of up to about 110°C.
- 29. The method of claim 1 wherein the separating in step (b) comprises filtering the first mixture, decanting the first mixture, or a combination thereof;
  25 and washing any solids obtained with xylenes.
  - 30. The method of claim 1 further comprising, after step (b), concentrating the first extract.
- 30 31. The method of claim 1 wherein the aqueous base comprises an alkaline metal or an alkaline earth metal.

32. The method of claim 1 wherein the aqueous base comprises a lithium ion  $(Li^{+})$ , a sodium ion  $(Na^{+})$ , a potassium ion  $(K^{+})$ , a calcium ion  $(Ca^{2+})$ , a barium ion  $(Ba^{+})$ , an alkyl ammonium ion  $(R^{1}R^{2}R^{3}R^{4}N^{+})$ , wherein each of  $R^{1}-R^{4}$  is independently  $(C_{1}-C_{20})$  alkyl, optionally substituted with one or more of halo, cyano, nitro, alkoxy, amino, or trihaloalkyl; or any combination thereof.

33. The method of claim 1 wherein the aqueous base comprises at least one sodium hydroxide (NaOH) and potassium hydroxide (KOH).

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- 10 34. The method of claim 1 wherein, in step (d), the second mixture is heated at a temperature and for a period of time, effective to distill off water present in the second mixture and to hydrolyze natural esters of the natural product.
- 35. The method of claim 1 wherein, in step (d), the second mixture is heated to reflux.
  - 36. The method of claim 1 wherein, in step (d), the water is distilled off azeotropically with the water-immiscible solvent.
- 20 37. The method of claim 1 wherein, in step (d), up to about 100 wt.% of the water is azeotropically distilled off.
  - 38. The method of claim 1 wherein, in step (d), more than about 95 wt.% of the water is azeotropically distilled off.
  - 39. The method of claim 1 wherein, in step (d), the heating is further accompanied by agitating the second mixture.
- 40. The method of claim 1 wherein, in step (d), the heating is further accompanied by vigorously stirring the second mixture.

41. The method of claim 1 wherein the solvent in step (a) is water-miscible, and the water-miscible solvent is subsequently removed, prior to the heating in step (d).

- 5 42. The method of claim 1 wherein the solvent in step (a) is water-immiscible, and the water-immiscible solvent is present during the heating, in step (d).
- 43. The method in claim 1 wherein the separating comprises filtering, 10 decanting, or a combination thereof.
  - 44. The method in claim 1 wherein, in step (e), the solids that are separated from the third mixture comprise betulinic acid.
- 15 45. The method of claim 1 wherein the separating in step (e) includes filtering the third mixture, decanting the third mixture, or a combination thereof.
  - 46. The method of claim 1 wherein the separating in step (e) includes filtering the third mixture, decanting the third mixture, or a combination thereof; wherein the temperature of the third mixture is above about 70°C.

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- 47. The method of claim 1 wherein the separating in step (e) includes filtering the third mixture, decanting the third mixture, or a combination thereof; and washing any solids obtained with a water-immiscible solvent.
- 48. The method of claim 1 wherein the separating in step (e) includes filtering the third mixture, decanting the third mixture, or a combination thereof; and washing any solids obtained with a water-immiscible solvent having a temperature of up to about 110°C.
- 49. The method of claim 1 wherein the separating in step (e) includes filtering the third mixture, decanting the third mixture, or a combination thereof; and washing any solids obtained with xylenes.

50. The method of claim 1 wherein the fourth mixture comprises a binder selected from the group of metal hydrides, metal alcoholates, ortho-esters and dialkoxysulfates, and combinations thereof.

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The method of claim 1 wherein the fourth mixture comprises a binder selected from the group of lithium hydride (LiH), sodium hydride (NaH), potassium hydride (KH), calcium hydride (CaH<sub>2</sub>), and lithium aluminum hydride (LiAlH<sub>4</sub>).

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- 52. The method of claim 1 wherein the fourth mixture comprises a binder selected from the group of sodium methoxide (NaOMe), sodium ethoxide (NaOEt), potassium methoxide (KOMe), potassium ethoxide (KOEt), aluminum iso-propoxide [Al(i-PrO)<sub>3</sub>], aluminum tert-butoxide [Al(t-BuO)<sub>3</sub>], aluminum ethoxide (Al(OEt)<sub>3</sub>), aluminum propoxide (Al(OPr)<sub>3</sub>, aluminum butoxide (Al(OBu)<sub>3</sub>), and aluminum methoxide [Al(OMe)<sub>3</sub>].
  - 53. The method of claim 1 wherein the fourth mixture comprises a binder selected from the group of ethylorthocarbonate, dimethylsulfate, and diethylsulfate.
  - 54. The method of claim 1 wherein, in step (f), the concentrating of the fourth mixture is carried out at a pressure of up to about 1 atm.
- 25 55. The method of claim 1 wherein the amount of natural product obtained, based on the amount of the first extract obtained in step (b), is at least about 65 wt.%.
- 56. The method of claim 1 that provides about 40 wt.% to about 65 wt.% of betulin, based upon the amount of concentrated first extract.
  - 57. The method of claim 1 that provides about 10 wt.% to about 25 wt.% of betulin, based upon the amount of the plant material employed.

58. The method of claim 1 that provides about 2 wt.% to about 5 wt.% of lupeol, based upon the amount of concentrated first extract.

5 59. The method of claim 1 that provides about 2 wt.% to about 5 wt.% of betulinic acid, based upon the amount of concentrated first extract.

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- 60. A method for obtaining betulin from birch bark, the method comprising:
  - (a) contacting birch bark with a solvent to provide a first mixture;
  - (b) separating the birch bark from the solvent to provide a first extract;
- (c) contacting the first extract with an aqueous base to provide a second mixture;
- (d) heating the second mixture in solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C; effective to distill off water present in the second mixture, thereby providing a third mixture;
- (e) separating solids from the third mixture to provide a fourth mixture; and
- (f) concentrating the fourth mixture to provide betulin, or precipitating betulin from the fourth mixture.
  - 61. A method for obtaining lupeol from birch bark, the method comprising:
    - (a) contacting birch bark with a solvent to provide a first mixture;
    - (b) separating the birch bark from the solvent to provide a first extract;
- 25 (c) contacting the first extract with an aqueous base to provide a second mixture;
  - (d) heating the second mixture in a solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C; effective to distill off water present in the second mixture, thereby providing a third mixture;
    - (e) separating solids from the third mixture to provide a fourth mixture;
    - (f) contacting the fourth mixture with a binder to provide a fifth mixture;

(g) concentrating the fifth mixture, or precipitating solids from the fifth mixture;

- (h) filtering any solids from the fifth mixture to provide a mother liquor;
- (i) concentrating the mother liquor to provide crude lupeol;
- (j) washing the crude lupeol with a polar organic solvent;
- (k) recrystallizing the crude lupeol from a non-polar organic solvent; and
- (l) recrystallizing the crude lupeol from a polar organic solvent.
- 62. The method of claim 61, wherein the polar organic solvent in (j)
  comprises acetone, methyl ethyl ketone, ethyl acetate, or any combination thereof.
  - 63. The method of claim 61, wherein the non-polar organic solvent in (k) comprises cyclohexane, hexane, hexane, hexanes, toluene, benzene, p-xylene, m-xylene, o-xylene, trifluoromethylbenzene, or any combination thereof.
  - 64. The method of claim 61, wherein the polar organic solvent in (l) comprises acetone, methyl ethyl ketone (MEK), ethyl acetate, methanol, ethanol, or any combination thereof.

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- 65. A method for obtaining betulinic acid from birch bark, the method comprising:
  - (a) contacting birch bark with a solvent to provide a first mixture;
  - (b) separating the birch bark from the solvent to provide a first extract;
- (c) contacting the first extract with an aqueous base to provide a second mixture;
- (d) heating the second mixture in a solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C; effective to distill off water present in the second mixture, thereby providing a third mixture;
  - (e) separating solids from the third mixture;
  - (f) washing the solids with water;

(g) neutralizing or acidifying the solids in an aqueous acid, thereby providing a fourth mixture;

- (h) separating betulinic acid from the fourth mixture;
- (i) crystallizing the betulinic acid with a polar organic solvent; and
- 5 (i) optionally drying the betulinic acid.
  - 66. The method of claim 65, wherein the acid in (g) comprises H<sub>2</sub>SQ<sub>4</sub>, HCl, H<sub>3</sub>PO<sub>4</sub>, HNO<sub>3</sub>, HNO<sub>2</sub>, H<sub>3</sub>PO<sub>3</sub>, CH<sub>3</sub>COOH, CF<sub>3</sub>COOH, H<sub>3</sub>SO<sub>3</sub>, or any combination thereof.

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67. The method of claim 65, wherein the polar organic solvent in (i) comprises CH<sub>3</sub>OH, EtOH, PrOH, i-PrOH, BuOH, t-BuOH, sec-BuOH, C<sub>5</sub>H<sub>11</sub>OH, acetone, ethyl acetate, methylethyl ketone (MEK), diethyl ketone, or any combination thereof.

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- 68. A method for purifying an extract of a natural product, the method comprising:
- (i) contacting an extract of a natural product with an aqueous base, to provide a first mixture;
- 20 (ii) heating the first mixture in a solvent that: (i) is water-immiscible, (ii) is capable of forming an azeotropic mixture with water, or (iii) has a boiling point of at least 100°C; effective to distill off water present in the first mixture, thereby providing a second mixture;
  - (iii) separating solids from the second mixture, to provide a third mixture; and
  - (iv) concentrating the third mixture or precipitating solids from the third mixture, to provide a purified natural product.
  - 69. The compound obtained from the method of any one of claims 1-68.

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70. A pharmaceutical composition comprising a pharmaceutically acceptable carrier and the compound of claim 69.

71. A cosmetic composition comprising a cosmetically acceptable carrier and the compound of claim 69.